

## THE MIDDLEMAN A NECESSITY

Present Mode of Living Makes Demand For Him—Interesting Paper by Grosvenor Ely Before Park Church Men's Club—Election of Officers.

Park church Men's club held its annual meeting on Friday evening with an attractive programme for the large number attending, in which the feature was a paper by Grosvenor Ely upon "The Middleman and the resultant helpful and instructive discussion which followed.

### Election of Officers.

The meeting was called to order by President Charles H. Haskell at 8 o'clock, and after the reading and acceptance of the minutes of Secretary Weston C. Pullen, the election of officers was taken up, with the following result: President, Dr. F. S. Bunnell; vice president, J. Ralph Howe; secretary, Weston C. Pullen; treasurer, George H. Loring.

Dr. Anthony Peck and L. G. Smith were elected to the executive committee. President Haskell, who was closing his fifth year as president, surrendered the chair with words of appreciation for those who had been earnest workers for the success of the club, and Dr. F. S. Bunnell, the newly elected president, took charge of the meeting. He invited Principal H. A. Threlkeld of the Academy to lead the discussion upon "The Middleman," which was introduced by Mr. Ely's paper. It was in part as follows:

I presume we are most interested in this subject in its relation to the present high cost of living, and particularly to the high cost of foodstuffs, and I will, therefore, confine my paper to the aspect of the subject. There are many who think that exorbitant profits to the middleman are the principal cause of the increase in the cost of living, and with such I do not disagree. Prices of foodstuffs are figured in gold. When you buy a loaf of bread you are exchanging gold for bread. If the supply of bread increases and the supply of gold remains stationary, the amount of bread which you receive in exchange for an ounce of gold increases, and likewise, the amount of gold which you receive for a loaf of bread decreases.

If, on the other hand, the increase in the supply of gold is greater than the increase in the supply of bread, you must give more gold in exchange for a loaf of bread than formerly. And this is exactly what has happened.

Barring this change in the relation of the values of gold and foodstuffs, and the increase in demand, the greatest factor in the increased cost of living is the cost of labor. This is added to the price paid by the ultimate consumer, who is largely the laboring man himself.

I do not contend that the middleman is inherently a necessity. He is, however, a necessity in our present state of civilization. He is one of the multipliers of erstwhile luxuries which are today classed among the necessities.

He is a result of the modern

method of production, by specialization, partly of the modern tendency to crowd together in cities, and partly of the remarkable commercial, industrial and financial success of certain classes with its resultant spirit of extravagance.

In olden times families produced the greater part of the foodstuffs they consumed.

Later they began to congregate in cities, where they proceeded to specialize in production and where there was not sufficient room for each family to produce the foodstuffs it consumed.

The result was that the few began to produce the foodstuffs for the many, and having produced, either the few must carry the product to the many, or the many must go to the few to obtain the product.

The middleman is none other than the result of our own demands. We have demanded that he do for us what we are unwilling to do for ourselves, and we demand more and more of him each day. If we did not patronize him he would cease to exist.

A well meaning clergyman of New York city has recently been obsessed with the idea that the public should get along without the middleman and obtain its food at cost. He proposes to give something for nothing—namely, the value of the labor consumed in handling and distributing goods at retail.

Economically this is unsound. The clerk who takes a pound of sugar out of a barrel, weighs it, puts it in a bag and hands it to a customer is just as much entitled to be paid for the service rendered as is the railroader that transported the barrel and the truckman who delivered it.

You cannot right matters by committing an economic wrong. This will mean that the clerk is dispensing charity, not food, and someone is paying the bill. Selling goods below cost is an economic wrong which eventually oppresses someone, and often is considered a crime, as in the case of two or more conspiring to injure a third by cutting prices.

The increase in wages and in the cost of living go hand in hand. In this country we have the highest scale of wages and the highest scale of living in the world.

This is not entirely an unhealthy state of affairs. But, if we continue to live on our present high scale, we must continue to employ the middleman, and if we employ him we must pay him for his services.

Refreshments Served.

In the discussion that followed a number of men took part, and when the subject had been well considered, the men present were invited to the dining room, where a delicious strawberry shortcake with sandwiches was served, while graphophone selections were rendered.

# THE PORTEOUS & MITCHELL CO.,

## Extraordinary Offerings Should Make

## This a Very Busy Store Today

### Men's and Youths' Spring Clothing

New and Nobby Styles in Men's and Young Men's Spring Suits, from all the best known makers.



#### YOUNG MEN'S SUITS

\$8.50 to \$20.00

Sole Agents in this vicinity for Browning, King and Company Clothing.

#### MEN'S SPRING SUITS

\$8.50 to \$25.00

Sole Agents in this vicinity for the "Royal Tailors" Custom Made Clothing.

#### Men's Trousers At About Half Prices

#### A REMARKABLE UNDER-PRICED OFFERING

300 Pairs of Men's Trousers in a big variety of patterns—plain and fancy blue serges, striped cassimeres and worsteds. They are strictly all wool Trousers and include every size from 30 to 45 waist.

This is the reason we are enabled to make this remarkable offering. Every manufacturer cuts his samples of cloths into trousers lengths for the sake of economy. At the end of his season, he makes these sample lengths into trousers. We secured the entire line of a prominent maker—hence this offering.

#### ON SALE BEGINNING TODAY AND UNTIL SOLD

Men's \$3.00, \$4.00, \$4.50 and \$5.00 Trousers

At \$2.50 a Pair

#### 50c Silk Hosiery 29c

Men's Pure Silk Hosiery, fine quality silk, in black, navy, tan and gray—these are regular 50c quality at 29c a pair.

#### 50c Underwear 35c

Men's Balbriggan Underwear, a full line of sizes in Shirts and Drawers—this is regular 50c Underwear at 35c a garment.

#### \$1.50 Shirts at 98c

Men's Solsette Shirts, with and without collars, and with double cuffs, the well known "Eagle" make—\$1.50 Shirts at 98c.

### EXACTLY SEVENTY-FIVE

## Women's Tailored Suits

### ON SALE TODAY

### At Clearance Prices

This includes our entire stock of Spring Suits for Women and Misses. Some are copies of imported models, others embody the ideas of the best American designers. All are beautifully lined and neatly tailored.

20 Women's Tailored Suits, value up to \$40.00,

Clearance Price \$24.75

15 Women's Tailored Suits, value up to \$25.00,

Clearance Price \$17.98

22 Women's Tailored Suits, value up to \$20.00,

Clearance Price \$13.98

18 Women's Tailored Suits, value up to \$17.50,

Clearance Price \$10.50

At this price alterations will be charged for.

#### SPRING COATS

Our entire stock of Spring Weight Coats for Women, Misses and Children, at greatly reduced prices for clearance.

Women's Skirts \$4.85 Norfolk and Blazers

Women's Blue Serge Skirts in all the newest models—made of fine quality serge and well tailored \$4.85. Separate Norfolk and Blazers—gray and tan models—made of fine quality serge and well tailored \$4.85. Academy and College stripes—regular \$10.00 value at \$5.98.

#### Children's Dresses—Very Special Prices

Children's Dresses 39c Children's Dresses 89c

Children's Dresses of Gingham and Chambray, ages 2 to 6 years—special value at 39c. Children's Dresses of Percale and Chambray, ages 8 to 14 years—Special value for Today at 89c.

Children's Dresses 50c Children's Dresses 98c

Children's Imported Dutch Dresses, in all colors, ages 2 to 5 years—extra good values at 50c. A splendid assortment of Children's Dresses in a variety of materials, styles and colorings—\$1.25 value at 98c.

(On Sale at Infants' Department, Second Floor.)



### ESTIMATES ALL HIGH ON THERMOS BUILDING

We Award of Contract Made—Completely Equipped Would Cost \$77,000—\$17,000 Needed from Thermos Company.

Before a meeting of the building committee of the Norwich Industrial corporation on Friday at noon, jointly with President William B. Walker and Supt. C. H. R. Vischer of the American Thermos Bottle company, held at the Wareham house, the bids were presented for the erection of the proposed new building for the Thermos company on the Mason lot on Laurel Hill.

There were estimates made by five Norwich contractors on the plans and specifications for the new building, with a difference of a little over \$4,000 between the highest and the lowest, but they were all too high to permit of an immediate award of the contract.

The following were the estimates: Peck-McWinn, \$85,000; E. J. Eaton, \$85,100; C. M. Williams, \$84,991; A. N. Carpenter, \$83,725; and A. Torrance \$82,815.

At two o'clock in the afternoon there was a meeting of the directors of the Norwich Industrial Building corporation, which was attended by the two officers of the Thermos company, and the bids were taken into consideration.

In addition to the above estimates on construction of the building, the sum of \$14,000 to cover cost of heating, plumbing, spark track, elevators, sprinkling system, etc., is required, so that the total cost of the building, equipped, at the lowest bid is accepted, would be approximately \$77,000.

As the local corporation has agreed to contribute only \$60,000, it would necessitate the payment by the American Thermos Bottle company of about \$17,000 if the building is erected according to the specifications.

President Walker decided that he could not take any action on this matter without authority of his board of directors, and he will present the bids to them on Tuesday at a meeting to be held in New York.

### Polishers' Twelfth Annual Social.

The Polishers' union conducted its twelfth annual social in Cadillac hall, Friday evening, and the affair was in every respect a decided success. There was a large attendance and all passed an evening filled with pleasure. The Cadillac orchestra furnished music for the dancing, which lasted until 11:30. Features of the programme were the singing of the orchestra and the moonlight dances.

The committee in charge of the pleasant affair was composed of Thomas Brennan, chairman, James W. Williams, J. J. O'Brien, Thomas Kelley, Wesley Collins, Irving Drake, David Carroll and William Clabby.

### INSPECTED SITES FOR NEW LONDON DOCKS

Harbor Commission Had C. S. Tompkins of New York as a Guest.

The New London harbor commission, of which Governor Baldwin is a member, ex-officio, met at New London Friday, and inspected the harbor in reference to the project of establishing terminals there for ocean steamship lines. Dock Commissioner C. S. Tompkins of New York city was a guest.

The commission called about the harbor, inspecting the various proposed sites for docks. At the Thames club, where dinner was served, Mr. Tompkins made an address in which he said New England could not help but be benefited if the big steamship companies should establish terminals at New London. He did not think the larger companies would abandon New York, but he leaned to the opinion that many of the smaller lines, including the tramp steamers, would probably make the change.

It is expected that the commission will decide this month as to the terminals in the city.

### YOUNG PEOPLE'S SOCIAL

First Baptist Union Received Three New Members and Had Pleasant Evening.

The monthly business meeting and social of the First Baptist Young People's union was held in the church parlors on Friday evening. The business meeting was conducted by the president, William Douglas.

Reports for the month were read by the chairman of the various committees, there being an increase of three new members. Miss Anna Frank, Anna Linton and Rosalind Barry. Games were played and several selections given by Miss Williams of South Carolina, who enjoyed a quartette consisting of Carl Eicker, Charles Wiley, George Chase and Earl Seaman, rendered pleasing selections during the evening. Refreshments were served by the Misses Mildred Tibbels and Madeline Perkins, assisted by Carl Eicker and Charles Wiley.

### Rebekahs Will Observe Anniversary.

At the meeting of Rebekah Lodge, No. 21, in Odd Fellows' hall on Wednesday evening, it was voted to observe the 25th anniversary of the lodge on June 19 with a social evening which will be attended by members only.

Miss Ida Macdonald of Norwich Rebekah lodge, No. 21, of Panama has been appointed district deputy grand master.

Lilies, the blossoms on which so much dependence is placed for Memorial day decorations, are already in bloom in many places, although the season is called a backward one.

### Fountain 98c

Pens at 98c

Values up to \$3.00

A remarkable offering. Genuine Diamond Point Fountain Pens. There are 500 in the lot, in nine distinct styles—sterling trimmed, gold trimmed and pearl trimmed—every pen guaranteed—On Sale at 98c each, value up to \$3.00. (At Stationery Department)

### Saturday Candy at 29c

Chocolate, fresh and delicious—including Figeats, Evangelines and Cocoa Creams at 29c a pound, value 40c.

### Women's 25c Hosiery at 19c

Women's Fast Black Silk Lisle Hosiery in two weights—gauge weight and medium weight, regular 25c Hosiery at 19c a pair.

### Women's 25c Pants at 19c

Women's Summer Weight Ribbed Pants, lace trimmed in both regular and extra large sizes, regular 25c Pants at 19c a pair.

Women's Medium Weight Underwear—Vests and Pants, in regular and extra large sizes, regular 25c value at 19c a garment.

### Regular 25c Ribbons at 19c

Fancy Ribbons, full 5 inches wide, in handsome Dresden designs, regular 25c value at 19c a yard.

Extra wide all Silk Black Taffeta Ribbons, 4 1/2 to 5 1/2 inches wide, at 19c a yard, value 25c and 29c.

### \$3.00 Long Kid Gloves \$1.95

Women's Elbow Length Kid Gloves—12 and 16-button length—principally 16-button length—in black, white and tan colors, and in all sizes, regular \$3.00 value at \$1.95 a pair.

### 50c Long Lisle Gloves 29c

Women's Long Lisle Gloves in black and white—also Long Chamotte Gloves in natural color, regular 50c value at 29c a pair.

## HATS and FLOWERS

Another big purchase of Hats and Flowers—bigger and better than our original offering. Every Woman who can should visit our Millinery Department and see for herself these Wonderful Millinery values.

#### Untrimmed Hats 48c

Untrimmed Hats for Women, Misses and Children, newest of this season's shapes, in black and all the wanted colorings—all at 48c each, value up to \$1.50.

Many new and stylish Dress Hats are here at very special prices. You should see our showing of Women's Dress Hats.

At \$2.98 Value \$3.50

At \$3.98 Value \$5.00

At \$5.00 Value \$7.50

#### Trimmed Outing Hats \$1.39

Trimmed Outing Hats for Women, Misses and Children—our entire stock that have been \$1.98, to \$2.88, all at \$1.39 each.

#### Fine Flowers 48c

Fine French Flowers—a big assortment, including every kind and color that is in demand—all at 48c a bunch, value up to \$1.50.

Many new and stylish Dress Hats are here at very special prices. You should see our showing of Women's Dress Hats.

At \$2.98 Value \$3.50

At \$3.98 Value \$5.00

At \$5.00 Value \$7.50

#### Trimmed Sailors 98c

Women's Trimmed Sailors in all the accepted shapes of the season—black, navy and white—at 98c value \$1.39 to \$1.98.

#### \$2.50 Silk Petticoats at \$1.98

Women's Changeable Messaline Silk Petticoats, warranted strictly all silk in sky, pink, lavender and canary, regular \$2.50 Silk Petticoats at \$1.98.

#### \$3.98 Silk Petticoats at \$2.98

Women's Taffeta Silk Petticoats in black only, tailor made, with eight tucks, regular \$3.98 Petticoats at \$2.98.

#### Women's White Aprons at 10c

Women's 6 o'clock Tea Aprons, in white, with hemstitched ruffles and with pocket—special value at 10c each.

WOMEN'S Pajamas—the ideal night garments—percale, madras and crepe.

89c \$1.29 \$1.98

value \$1.00 value \$1.50 value \$2.50

#### 50c Dress Goods at 42c

Whipcord and Serge Suitings, the perfect fabrics for smart summer suits. They are washable and come in plain cream and cream with black stripes regular 50c Dress Goods at 42c a yard.

#### \$12.00 Dress Patterns at \$10.00

Best Patterns of Cheney Brothers, best quality, 24-inch Satin Foulards, beautiful floral designs, Jacquard weave, exclusive designs, only one dress pattern of a kind, regular \$12.00 Dress Pattern at \$10.00.

#### SAMPLE CHINA AT HALF PRICES

The entire sample line of fancy china of a leading American importer is now on sale at half prices. The assortment includes about every wanted article of china.

#### China—Tea Pots, Salad Dishes, Butter Dishes, Plates, Etc., at these prices:

48c 68c 98c

value \$1.00 value \$1.50 value \$2.00

#### BOY'S CLOTHING Saturday Specials

BOYS' Bloomer and Knickerbocker Trousers, sizes 5 to 16 years at 39c

BOYS' Bloomer and Knickerbocker Trousers, sizes 5 to 16 years, at 50c

BOYS' Two-piece Suits in neat mixtures, sizes 5 to 16 years, at \$2.25, value \$4.00.

BOYS' Two-piece Suits, in mixtures and navy serge, sizes 5 to 18 years, at \$4.50, value \$6.50.

GIRLS' Fancy Weave Sweaters, in gray and white, sizes 8 to 12 years, at \$1.29, value \$1.95.

WOMEN'S and Misses' Coat Sweaters, splendid value at \$4.95, value up to \$12.00.

### WHITE AND COLORED WASH GOODS

Some of the most desirable of this season's fabrics at very special prices—

At 10c—30-inch White India Linens, 2 1/2 yard lengths—Special value at 10c a yard.

At 12 1/2c—40-inch White India Linens, value 20c and 25c a yard.

At 11c—36-inch White Cambric, soft finish, value 15c.

At 12 1/2c—Fancy White Goods, Swisses, Dimities and Novelty Weaves, value 15c and 20c.

At 16c—45-inch Indian Head for Tub Suits, Etc.

At 17c—Tan Dress Linen, strictly all linen, regular price 25c.

At 24c—Tan Dress Linen, fine quality pure linen, value 35c.

At 25c—White Corduroy for Suits, Coats and Skirts, value 35c.

At 37 1/2c—36-inch White Dress and Waisting Linen, value 50c.

At 90c—34-inch English Long Cloth at 90c for a piece of 12-yards, value \$1.50.

12 1/2c 2500 yards of White and Colored Wash Goods, including Motor Suitings, Poplins, Crashers, Etc.—regular 15c to 25c values at 12 1/2c a yard.

At 5c—Dress Prints, light and medium effects, value 10c.

At 8 1/2c—36-inch Dress Cambrics, light and dark colors, value 10c.

At 8 1/2c—3000 yards of Dress Ginghams, in stripes, checks, plaids and solid colors, value 12 1/2c.

At 10 1/2c—32-inch Shirting Madras, light effects, value 15c.

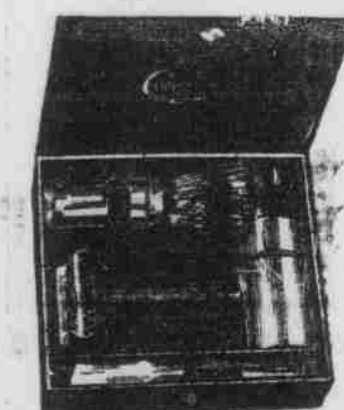
At 14c—30-inch Kimono Crapes, light and dark effects, value 17 1/2c.

At 20c—28-inch Embroidered Mouslin, plaids, figures and dotted effects, value 30c.

At 35c—The celebrated D. & J. Anderson's Scotch Ginghams, regular price 40c.

12 1/2c 1600 yards of Mercerized Wash Goods, including Poplins, Voiles, Pongees, Etc.—regular 15c Wash Fabrics at 12 1/2c a yard.

## Comet Shaving Set \$1.00



Comet Safety Razor  
Strop for Blades  
Williams' Shaving Soap,  
6 Guaranteed Blades  
Nickel Shaving Brush  
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## THE PORTEOUS & MITCHELL CO.